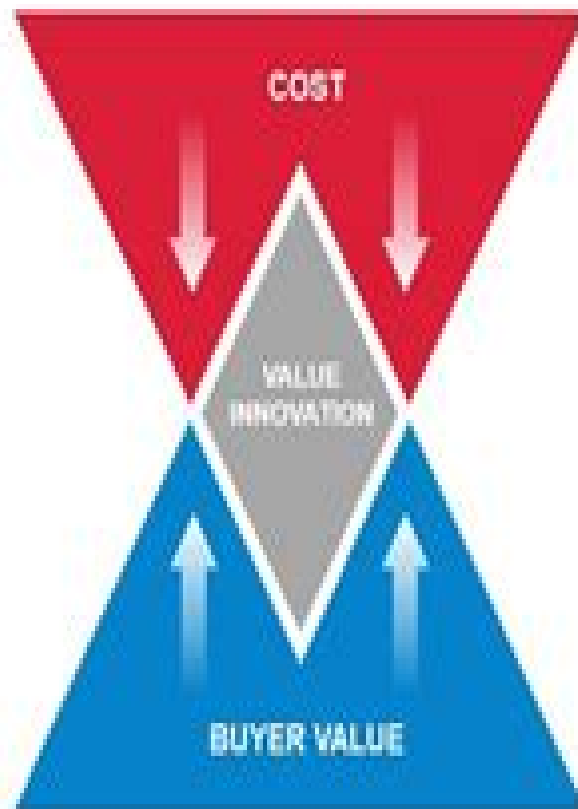


BLUE OCEAN STRATEGY



RED OCEAN STRATEGY

FOCUS ON CURRENT CUSTOMERS

▶ Compete in existing market

▶ Beat competition

▶ Capture more of existing demand

▶ Make the value/cost trade-off

VS

BLUE OCEAN STRATEGY

FOCUS ON NONCUSTOMERS

▶ New market creation

▶ Make competition irrelevant

▶ Create new demand

▶ Disprove the value/cost trade-off

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Kim and Ren e A Mauborgne Includes Analysis Preview Blue Ocean Strategy Expanded Edition How to Create Uncontested Market Space and Make the Competition Irrelevant is the 2015 update to the classic business strategy text of the same name originally published in 2005 The text offers a practical handbook to business students and entrepreneurs who wish to rise above the fray of the competition become pioneers in previously uncharted market territory and gain access to impressive growth opportunities and an untapped customer base Most businesses make the mistake of focusing on their competitors when developing strategies A blue ocean business on the other hand focuses on how to create new value for customers the base of which may be people who are not yet customers of this business core industry The term blue ocean is derived from the idea that an area of unexplored market space is like the clear blue waters of an undisturbed portion of ocean PLEASE

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managers mental models ingrained assumptions and theories about the way the world works undermine attempts to discover uncontested new market spaces The authors provide a framework for avoiding spaces where competition is bloody red oceans and moving to blue ocean spaces with ample potential

Blue Ocean Strategy with Harvard Business Review Classic Article “Blue Ocean Leadership” (2 Books) W. Chan Kim, Renée A. Mauborgne, 2017-06-27 Chart a path to creating uncontested market space and winning the future This collection of work by globally preeminent management thinkers W Chan Kim and Ren e Mauborgne brings together their perennial bestseller book Blue Ocean Strategy with their classic article Blue Ocean Leadership Blue Ocean Strategy the global phenomenon that has sold over 4 million copies and is recognized as one of the most iconic and impactful strategy books ever written argues that cutthroat competition results in nothing but a bloody red ocean of rivals fighting over a shrinking profit pool Based on a study of 150 strategic moves spanning more than 100 years across 30 industries Kim and Mauborgne argue that lasting success comes not from battling competitors but from creating blue oceans untapped new market spaces ripe for growth The book presents a systematic approach to making competition irrelevant and outlines principles and tools any organization can use to create and capture their own blue oceans In the article Blue Ocean Leadership the authors apply their concepts and tools to what is perhaps the greatest challenge of leadership closing the gulf between the potential and realized talent and energy of employees The authors offer a systematic method for uncovering at every level of the organization which leadership acts and activities will inspire employees to give it their all and a process for getting managers throughout the company to undertake these tasks

Blue Ocean Shift Renee Mauborgne, W. Chan Kim, 2017-09-21 The New York Times and No 1 Wall Street Journal bestseller Blue Ocean Shift is the essential follow up to the classic Blue Ocean Strategy the 3 6 million copy global bestseller by world renowned professors W Chan Kim and Renee Mauborgne Drawing on more than a decade of new work Kim and Mauborgne show you how to move beyond competing how to inspire people s confidence and seize new growth guiding you step by step through how to take your organization from a red ocean crowded with competition to a blue ocean of uncontested market space By combining the insights of human psychology with practical market creating tools and real world guidance Kim and Mauborgne deliver the definitive guide to shift yourself your team or your organization to new heights of confidence market creation and growth They show why non disruptive creation is as important as disruption in seizing new growth Blue Ocean Shift is packed with all new research and examples of how leaders in diverse industries and organizations made the shift and created new markets by applying the processes and tools outlined in the book Whether you are a cash strapped start up or a large established company a non profit or national government you will learn how to move from red to blue oceans in a way that builds people s confidence so that they own and drive the process With battle tested lessons learned from successes and failures in the field Blue Ocean Shift is critical reading for leaders managers and entrepreneurs alike You ll learn what works what doesn t and how to avoid the pitfalls along the way This book will empower

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